

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **ROAD SALT**

Contract Period: September 9, 2026 through August 31, 2027

Original Date of Issue: September 11, 2026

Date of Revision:

S/C No: **S/C PC71085**

Catalog: **HIGHWAY AND ROAD**

Authorized Users: COUNTY AGENCIES

Address Inquires To:

Name: Robert Poole
Title: Purchaser I
Phone: (845) 364-3808
Fax: (845) 364-3809
E-mail: pooler@co.rockland.ny.us

Description

This is for road salt.

Contract #	Vendor Number	Contractor & Address	Telephone No.
S/C PC71085	0000018918	Atlantic Salt, Inc. 134 Middle St, Suite 210 Lowell, MA 01852 Contact: Diana Banjany Saltlady@atlanticsalt.com In emergency contact for after normal business hours or weekends/Holidays contact: Jason Archambault 978-453-4911 jarchambault@easternsalt.com	718-816-7200

NOTE:
DEPARTMENTS ARE RESPONSIBLE FOR CHECKING STATE WEBSITE FOR
MONTHLY PRICE ADJUSTMENTS AND DETERMINING THAT INVOICES ARE
CORRECT.

County of Rockland CONTRACT

Dept. of General Services

Purchasing Division
50 Sanatorium Rd, Bldg A, 6th Fl, Rm 609
Inside Delivery - No Loading Dock
POMONA NY 10970
www.rcpurchasing.com

Supplier 0000018918
Atlantic Salt Inc
134 Middle Street - Suite 210
Lowell MA 01852

Phone 978/453-4911
Fax 978/251-8244
dcapillo@easternminerals.com; saltl

Tax Exempt? Tax Exempt ID:

Line #	Supplier Item	Item Desc	Item ID	Price	UOM
1		ROAD SALT GROUP #01800 AWARD #234409 81.80 per ton Plus/Minus	77545000002	1.00000	Dollar
2		FUEL SURCHARGE FOR ROAD SALT	77545000003	1.00000	Dollar

PRICES, TERMS AND CONDITIONS ARE IN ACCORDANCE WITH STATE CONTRACT S/C PC71085 Award 23449

Dispatch via Print

Contract ID S/C PC71085	Page 1 of 1	
Contract Dates 09/09/2026 to 08/31/2027	Currency USD	
Road Salt	Contract Maximum 1,796,900.00	
Freight Terms	Buyer Email pooler@co.rockland.ny.us	
Buyer Poole,Robert	Phone 845/364-3808	Fax 845/364-3809

Authorized Signature





Office of General Services Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | <https://ogs.ny.gov/procurement> | customer.services@ogs.ny.gov | 518-474-6717

Contract Award Notification

Title:	:	Group 01800 – Road Salt and Treated Salt – Types 1 & 2 (Statewide) Classification Code(s): 12
Award Number	:	23449 (Replaces Award 23409)
Contract Period	:	September 9, 2026 - August 31, 2027
Bid Opening Date	:	July 22, 2026
Date of Issue	:	September 10, 2026
Specification Reference	:	As Incorporated In The Invitation for Bids
Contractor Information	:	Appears on Page 2 of this Award

Address Inquiries To:

Name : Jamison Tamer Title : Contract Management Specialist 1 Phone : 518-473-2663 E-mail : OGS.sm.SST_roadsalt@ogs.ny.gov	Procurement Services Customer Services Phone : 518-474-6717 E-mail : customer.services@ogs.ny.gov
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**Procurement Services values your input.
Complete and return "Contract Performance Report" at end of document.**

Description

Road Salt is used for snow and ice control. Treated Salt is granular sodium chloride (Rock Salt) treated with corrosion inhibited liquid magnesium chloride – Types 1 and 2.

Authorized Users are obligated to purchase a minimum of **60%** of the total filed requirement amount per salt type **with the exception of the following counties**, which are obligated to purchase **50%** of the total filed requirement: Bronx, Kings, Nassau, New York, Queens, Richmond, Rockland, Suffolk, Westchester.

Authorized Users with multiple delivery sites (e.g., NYSDOT, County Highways and NYS Thruway) shall have their minimum/maximum delivery quantities determined based on the sum of all their sites serviced by a Contractor per lot.

Automatic price increase becomes effective once deliveries exceed 120% of the Authorized User's filed requirement.

There are MBE and WBE participation goals totaling 10% in New York State on this contract.

There are 0% SDVOB participation goals.

SECTION 1: INTRODUCTION

1.1 Contractor Information

NOTE: See individual contract items to determine actual awardees.
See separate document PRICING for contact information to place NYS Contract Orders.

Contract	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC71083	American Rock Salt Co LLC PO Box 190 Mt. Morris, NY 14510	Toll Free #: 888-762-7258 Phone #: 585-991-6817 Contact: Jamie A. McClain Title: Marketing Manager Email: Jamie.McClain@AmericanRockSalt.com	16-1516458 1000008297
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC71084 SB	Apalachee LLC 1423 Highland Ave Rochester, NY 14620	Toll Free #: 800-724-5037 Phone #: 585-442-4131 Contact: Ellen Pouthier Title: VP Sales Email: Sales@ApalacheeSalt.com	47-2089879 1100213604
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC71085	Atlantic Salt Inc 134 Middle Street, Suite 210 Lowell, MA 01852	Phone #: 978-453-4911 Contact: Donna Capillo Title: Assistant Corporate Secretary Email: DCapillo@EasternMinerals.com	13-2914699 1000026327
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC71086	Cargill Incorporated – Deicing Solutions 24950 Country Club Blvd, Suite 450 North Olmsted, NY 44070	Phone: 800-600-7258 Contact: Amanda Knaus Title: Sales Account Manager Email: Salt_customerarcareroadsafety@Cargill.com	41-0117680 1000048669
<i>Contractor accepts NYS Procurement Card orders for up to \$50,000.</i>			

Contact Information		
Contractor Name	NYS Contract Orders Contact Info	Emergency Contact Info
American Rock Salt Co., LLC	Customer Service Toll Free #: 888-762-7258 E-Mail: customerservice@americanrocksalt.com Hours: 8:00 am to 4:30pm (M-F) EST <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	Name: Jamie McClain Title: Marketing Manager Phone #: 585-519-5247 E-Mail: Jamie.McClain@americanrocksalt.com
Apalachee, LLC	Name: Peter Kowal or Jerome Kowal Toll Free #: 800-724-5037 Phone #: 585-442-4131 E-Mail: sales@apalacheesalt.com Hours: 8:00am to 5:00pm (M-F) EST <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	
Atlantic Salt, Inc.	Name: Diana Banjany Phone #: 718-816-7200 E-Mail: saltlady@atlanticsalt.com Hours: 8:00 am to 4:00pm (M-F) EST <i>Contractor <u>does not</u> accept NYS Procurement Card</i>	Name: Jason Archambault Title: Sales Manager Phone #: 978-453-4911 E-Mail: jarchambault@easternsalt.com
Cargill, Incorporated Deicing Solutions	Customer Service Toll Free #: 800-600-7258 E-Mail: Salt_CustomerCareRoadSafety@cargill.com Hours: 7:00am to 5:00pm (M-F) EST <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	
Morton Salt Inc	Customer Service Toll Free Phone #: 855-665-4540 E-Mail: buyroadsalt@mortonsalt.com Hours: 7:00am to 4:00pm (M-F) CST <i>Contractor accepts NYS Procurement Card for orders up to \$50,000.</i>	Name: Jasmin Simons Title: Highway-Chemical Customer Service Manager Phone #: 630-861-2310 E-Mail: jsimons@mortonsalt.com

Pricing - Lot I Road Salt

AWARD	CONTRACT NUMBER	COUNTY	CONTRACTOR	PRICE PER TON	SALT TYPE
23449	PC71086	Lewis	Cargill, Incorporated- Deicing Solutions	\$88.24	ROAD SALT
23449	PC71083	Livingston	American Rock Salt Company LLC	\$71.36	ROAD SALT
23449	PC71086	Madison	Cargill, Incorporated- Deicing Solutions	\$83.66	ROAD SALT
23449	PC71083	Monroe	American Rock Salt Company LLC	\$79.23	ROAD SALT
23449	PC71086	Montgomery	Cargill, Incorporated- Deicing Solutions	\$87.83	ROAD SALT
23449	PC71085	Nassau*	Atlantic Salt, Inc.	\$97.90	ROAD SALT
23449	PC71085	New York*	Atlantic Salt, Inc.	\$99.00	ROAD SALT
23449	PC71083	Niagara	American Rock Salt Company LLC	\$85.85	ROAD SALT
23449	PC71086	Oneida	Cargill, Incorporated- Deicing Solutions	\$81.78	ROAD SALT
23449	PC71083	Onondaga	American Rock Salt Company LLC	\$72.21	ROAD SALT
23449	PC71083	Ontario	American Rock Salt Company LLC	\$77.46	ROAD SALT
23449	PC71085	Orange	Atlantic Salt, Inc.	\$98.00	ROAD SALT
23449	PC71083	Orleans	American Rock Salt Company LLC	\$82.33	ROAD SALT
23449	PC71083	Oswego	American Rock Salt Company LLC	\$72.02	ROAD SALT
23449	PC71086	Otsego	Cargill, Incorporated- Deicing Solutions	\$82.47	ROAD SALT
23449	PC71084	Putnam	Apalachee, LLC	\$115.00	ROAD SALT
23449	PC71085	Queens*	Atlantic Salt, Inc.	\$99.00	ROAD SALT
23449	PC71084	Rensselaer	Apalachee, LLC	\$100.00	ROAD SALT
23449	PC71085	Richmond*	Atlantic Salt, Inc.	\$99.00	ROAD SALT
23449	PC71085	Rockland*	Atlantic Salt, Inc.	\$81.80	ROAD SALT
23449	PC71087	Saratoga	Morton Salt, Inc.	\$75.21	ROAD SALT
23449	PC71087	Schenectady	Morton Salt, Inc.	\$78.31	ROAD SALT
23449	PC71086	Schoharie	Cargill, Incorporated- Deicing Solutions	\$94.32	ROAD SALT
23449	PC71083	Schuyler	American Rock Salt Company LLC	\$71.63	ROAD SALT